

Dear Jeffrey,

Hello! I miss you! Every day I'm in the office I look over at your empty chair and wish you were sitting there!!

I have given much thought to how I can personally help out in these tough times...You have always been there for me and I will be here for you! Here are my ideas and calculations!

-I will forgo my bonus (last year it was \$5000)

-I will move my family from our insurance plan to Ike's insurance plan (\$984.55 per month /\$11,825.28 per year)

-I will not renew my gym membership (about \$2300 per year)

-No more hair appointments! (about \$1500 per year)

I net \$6538.86 in salary per a month. My nanny costs me \$2900 per a month. My train ticket is \$260 and parking \$75 per a month. These fixed costs total \$3235.00 per a month.

$$\$6538.86 - \$3235.00 = \$3303.86$$

If I could cover the cost of these expenses and bring home \$2300.00 net that would be great. Basically, I believe this would be about a **15% pay cut**.

I realize that my gym membership and hair appointments aren't really part of my compensation, they have been at your discretion...and I so much appreciate it. But I just wanted to include that I won't ask for them!!

Another thought on saving money...you could stop paying for breakfast. It's about \$25 average per a day (so about \$1500 per a year)...it's peanuts but I suppose every little bit helps.

I want you to know I will always be loyal to you.

XO,

Les

